



Product Manager for West Japan

Sweden-based medical device company

Job Information

Hiring Company

[Arjo Japan](#)

Job ID

1543680

Industry

Medical Device

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Train Description

Hibiya Line Station

Salary

Negotiable, based on experience ~ 8 million yen

Work Hours

9:00-17:30(60-minute break), Overtime: Approximately 5 to 10h/M

Holidays

Saturday and Sunday, national holidays, etc.

Refreshed

July 25th, 2025 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Job Purpose:

Responsible for product demonstrations, distributor training and co-visits with distributor sales representatives with the aim of driving distributor success and hence our own. Assists in all aspects of product support for the Japanese commercial

teams, including promotion, technical development, product training, RFTs, customer interface as well as contributing to market insights. Working with Global Product Management to ensure local inputs are helping drive global development projects and strategy by acting as the local liaison for product strategy inputs and upstream requirements.

Functions:

Specific functions in the company that are exclusively linked to the position, and are based on local legal requirements. Not applicable for the majority of the positions within the company.

Key Duties

- Create, develop and manage the distributor engagement strategy within the relevant product categories, with the objective to increase market share and contribute to the overall financial ambition of the business.
- Perform all marketing activities in accordance to the strategic marketing plan and in collaboration with relevant marketing and commercial stakeholders.
- Deliver profitable growth by consistently increasing either the sales volumes, sales revenues, end to end margins and/or net profitability for the products and services responsible.
- Contribute to the identification, development and promotion of competitive advantages which support the tactical management of the wider product and service solutions.
- Achieve annual team and individual numerical targets.

Key Activities

- In-market engagement (~67%) supporting commercial team with customer-facing activities incl. training (internal & external).
- In collaboration with the Segment Marketing Managers, analyse market insights to help develop G2M plans for distributors to use.
- Translate product strategy into a detailed tactical plan which supports the segment strategic marketing plans and overall commercial ambition and success.
- Create product planning documents; business cases, launch plans, PDPs, OEMs etc.
- Collaborate closely with Global and Local stakeholders in the development, QRC and release of products.

Safety, Quality & Compliance – Local OHS/QRC

- Build Quality into all aspects of work by maintaining compliance to all quality requirements.
- Ensure site operates according to internal Quality Management Systems and ISO 9001.
- Comply with QA and WH&S policies and procedures.
- Report personal injuries and accidents promptly.
- Correct WH&S hazards and report those which cannot be immediately corrected.
- Co-operate with management on matters of QA and WH&S management.
- Be actively involved in all QA and WH&S programs and activities.
- Report actual or potential QA or WH&S incidents/issues/near misses.
- Identify and have input into the elimination of QA and WH&S detrimental work practices.
- Ensure correct manual handling techniques are used at all time;
- Ensure work areas and vehicle are kept clean and systematic processes followed in accordance with Company Infection Control Policy
- Use safety devices and protective equipment correctly and in accordance with safety and health guidelines
- Take reasonable care for own safety and that of others at work by reporting any safety hazards, accidents or incidences to your supervisor.
- If you are unable to perform the inherent requirements of the Role for any reason you must let your supervisor know immediately before undertaking any tasks.
- Arjo may provide you with other directions or safe work directions; you understand and agree you will adhere to these and perform the Role safely at all times.

OHS and Quality System Duties and Responsibilities:

- Build OHS and Quality into all aspects of their work by maintaining compliance to all OHS/Quality requirements.

Required Skills

Knowledge/Skills/Experience:

Knowledge; (i.e. education, trade qualifications, specialised training)

- Detailed in-market customer and competitor insights.
- Deep understanding of customer needs, challenges etc. Experience in customer discovery in order to build strong experiences and positioning.

Ability; (i.e. demonstrated capacity to perform an observable behavior or behavior resulting in an observable product)

- Ensures that key distributors' sales staff are well trained in Arjo's products and confident selling them.
- Demonstrates passion for Arjo product portfolio and capacity to quickly absorb information.

Skill; (i.e. application of learning compared to a standard)

- Supports commercial and marketing teams with high-level and frequent customer engagement on product or service.

Physical Requirements;(i.e. how much physical manipulation does the job require)

- Light physical manipulation required.
- Physically fit to safely carry out the duties of the role without significant risk to self or others.

Personal Qualities; (i.e essential interpersonal skills, presentation and personality features for job performance)

- Extroverted with good teaching skills to enable successful demos and distributor trainings.

Experience

- Previously held relevant marketing management, segment management, product management, sales or clinical management experience in a healthcare environment.

Company Description